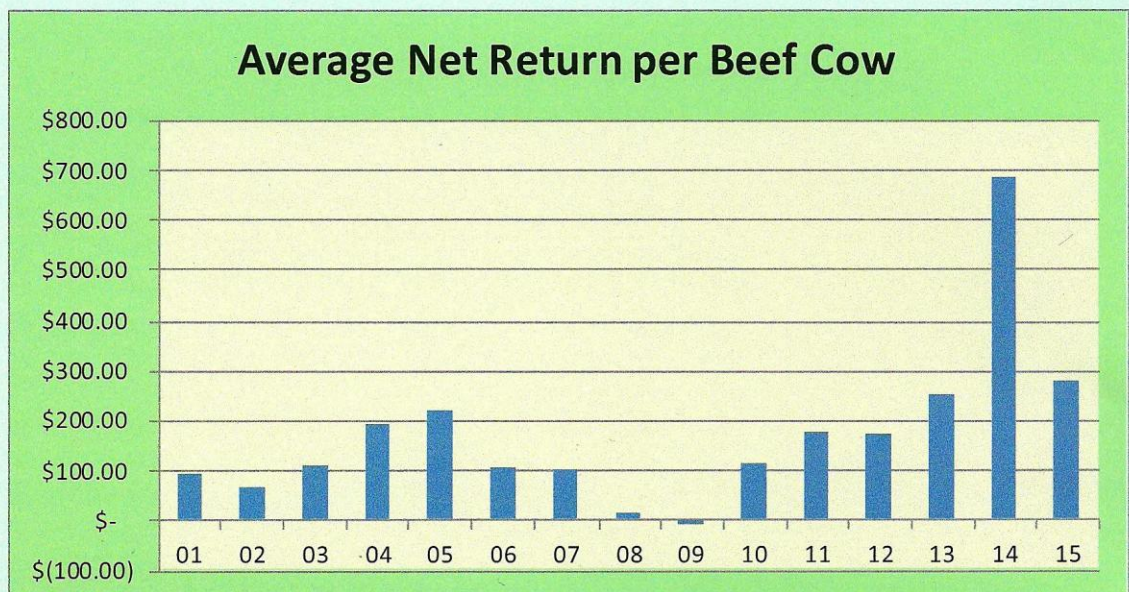


2015 North Dakota State Beef Average Summary



Historical Data:

Average Beef Net Return from Farm & Ranch Management
Programs for the last 15 years.



Farm Business Management Programs are designed to provide education to farm owners and operators. The purpose of the program is to assist clients in meeting their business and personal goals. This is best accomplished through the use of quality records and sound business decisions.

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Our Mission

"To provide lifelong learning opportunities in economic and financial management for adults involved in the farming and ranching business"

The 2015 summary reports are based on data from individual farm analysis completed by farm/ranch families enrolled in the ND Farm and Ranch Business Management Education program.

Data for this ND State Average Summary Report was derived from operations with at least 50 head of beef cows and 40% of commodity sales coming from beef enterprises.

Farm Income Statement				
North Dakota Farm Business Management Education Program				
2015 Beef Farm Report (40% sales/50 head criteria)				
Farms Sorted by Net Farm Income				
	Avg of			
	all farms		Low 20%	High 20%
Number of Farms	111		22	23
Cash Farm Income				
Crop Income	\$	95,644	\$	135,408
Beef Income		248,123		243,825
Other Livestock Income		15,322		27,449
Government Payments		16,731		14,426
Other Farm Income		38,285		53,406
Gross Cash Farm Income		414,105		474,514
Cash Farm Expense				
Seed	\$	22,916	\$	29,348
Fertilizer		31,277		51,276
Chemicals		15,570		27,766
Crop Insurance		9,210		14,084
Crop Miscellaneous		1,877		1,862
Feeder Livestock Purchase		28,064		64,846
Purchased Feed		27,071		27,312
Breeding Fees		576		396
Veterinary		7,578		6,152
Livestock Supplies		2,466		1,863
Marketing		3,082		1,464
Interest		25,306		36,318
Fuel & Oil		16,648		19,438
Repairs		32,486		39,654
Custom Hire		17,461		24,190
Hired Labor		7,828		9,516
Land Rent		35,397		36,522
Machinery Bldg & Lvstk Lease		2,916		3,823
Real Estate Taxes		3,635		4,291
Farm Insurance		6,934		7,808
Utilities		5,895		7,989
Miscellaneous Expense		9,768		11,912
Total Cash Farm Expense	\$	313,961	\$	427,830
Net Cash Farm Income	\$	100,144	\$	46,684
Total Inventory Change	\$	(40,561)	\$	(86,689)
Net Operating Profit	\$	59,583	\$	(40,005)
Total Depreciation	\$	(31,297)	\$	(38,428)
Gain or Loss on Capital Sales	\$	2,251	\$	1,065
Net Farm Income	\$	30,537	\$	(77,368)

Livestock Enterprise Analysis
North Dakota Farm Business Management Education Program
2015 Beef Report (Farms Sorted by Net Return Per Unit)

Beef Cow Calf--Average Per Cow

Number of Farms	Avg of All Farms		Low 20%		High 20%	
	51		10		11	
	Quantity	Value	Quantity	Value	Quantity	Value
Beef Calves sold (lb)	509	\$ 981.50	468.9	\$ 892.31	508.3	\$ 1,020.48
Breeding Herd Depreciation		(117.78)		(247.12)		(32.52)
Other Income		7.49		3.24		2.41
Gross Margin		\$ 871.21		\$ 648.43		\$ 990.37
Direct Expenses						
Protein Vit Minerals (lb)	84.6	\$ 25.55	34.4	\$ 12.54	37.0	\$ 14.88
Creep/Starter	85	\$ 5.84	147.7	\$ 1.85	21.5	\$ 2.39
Corn Silage (lb)	2047	29.16	2,915.4	40.56	1,735.0	23.76
Hay, Alfalfa (lb)	453.2	14.29	584.5	22.45	517.9	15.88
Hay, Grass (lb)	4756.1	115.13	4,748.4	114.09	4,581.4	110.94
Pasture (aum)	7.1	140.60	7.5	157.23	7.4	123.61
Other feedstuffs (lb)	563.4	24.33	21.8	9.80	153.2	4.77
Breeding fees		2.77		3.69		1.80
Veterinary		27.70		30.79		18.74
Supplies		7.74		10.73		8.78
Fuel & Oil		24.78		21.89		21.13
Repairs		46.18		39.84		34.26
Custom Hire		11.16		12.00		9.66
Marketing		5.66		6.32		0.83
Operating Interest		10.46		8.24		11.29
Total Direct Expenses		\$ 491.35		\$ 492.02		\$ 402.72
Return Over Direct expenses		\$ 379.86		\$ 156.41		\$ 587.65
Overhead Expenses						
Hired labor		\$ 9.83		\$ 8.38		\$ 8.89
Farm insurance		11.62		11.28		9.47
Utilities		11.73		7.98		13.47
Interest		12.81		9.60		8.49
Mach & bldg depreciation		39.44		39.99		38.85
Miscellaneous		15.62		10.70		13.82
Total Overhead Expenses		\$ 101.05		\$ 87.93		\$ 92.99
Total Direct & Overhead exp		\$ 592.40		\$ 579.95		\$ 495.71
Net Return		\$ 278.81		\$ 68.48		\$ 494.66
Labor & management charge		\$ 69.81		\$ 53.45		\$ 71.52
Net return over lbr & mgt		\$ 209.00		\$ 15.03		\$ 423.14
Cost of Production per Cwt produced						
Total direct expense		\$ 96.53		\$ 104.93		\$ 79.23
Total dir & ovhd expense/unit		\$ 116.38		\$ 123.69		\$ 97.52
With other revenue adjustments		\$ 138.53		\$ 176.38		\$ 103.92
With labor & management		\$ 152.24		\$ 187.78		\$ 117.99

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	Avg.of All Farms 51	Low 20% 10	High 20% 11
Number of Farms			
Other Information			
Number of cows	177.4	205.9	177.6
Pregnancy percentage	94.7	89.0	97.1
Pregnancy loss percentage	2.4	1.4	4.4
Culling Percentage	14.7	14.5	14.1
Calving Percentage	92.4	87.7	92.8
Weaning Percentage	87.6	82.6	88.7
Calf death loss percent	4.9	6.2	4.1
Cow death loss percent	1.7	1.4	1.6
Average weaning weight	537	537	532
Lb weaned/exposed female	471	443	472
Avg wgt/beef calf sold	544	608	535
Avg price/cwt.	\$ 209.61	\$ 188.46	\$ 228.24
Feed cost per cow	\$ 354.90	\$ 358.53	\$ 296.23

Financial Standards Measure

ND Farm Business Management Education Program
2015 Beef Farm Report (Sorted by Net Farm Income)

	Avg of All Farms 111	Low 20% 22	High 20% 23
Number of Farms			
Liquidity			
Current Ratio	1.25	1.06	1.12
Working Capital	68,129	23,666	65,113
WC to gross Inc	18.6%	5.9%	9.9%
Solvency (cost)			
Farm debt to Asset ratio	52%	64%	53%
Profitability (cost)			
Rate of return on Farm assets	1.5%	-4.7%	6.0%
Rate of return on Farm equity	-0.9%	-19.3%	8.7%
Net Farm Income	87,365	1,082	241,043
Repayment capacity			
Term Debt Coverage ratio	0.49	-0.42	0.58
Efficiency			
Operating expense ratio	76.7%	99.7%	63.1%
Depreciation expense ratio	8.3%	9.6%	7.1%
Interest Expense ratio	7.4%	10.3%	6.9%
Net farm income ratio	8.1%	-19.4%	23.4%

*Thank you to the following Star Partners for providing funding for the production and distribution of the
N.D. Farm and Ranch Business Management Regional and State Averages for 2015.*

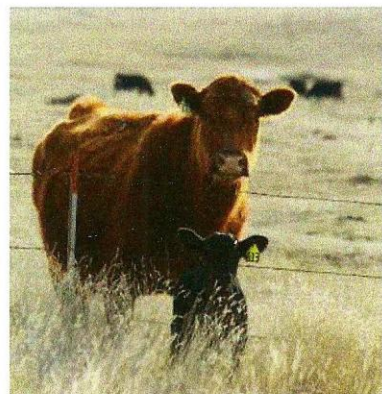
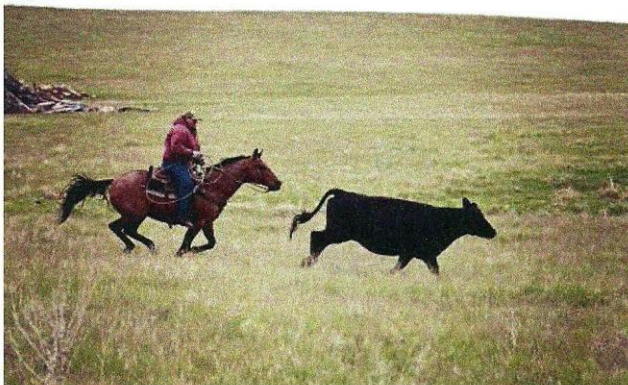
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Cost-Return Projection -- Beef Cow-Calf Enterprise (Per Cow), 2016 ¹

							N.D. Avg.	Your Numbers
VARIABLE COST PER COW:								
1.	Summer Pasture					\$	135.00	\$
2.	Hay--Forage						170.00	
3.	Other feed						25.00	
4.	Protein and Mineral						26.00	
5.	Hired Labor, Custom Hire						25.00	
6.	Veterinary, Drugs, and Supplies						25.00	
7.	Utilities, Fuel, and Oil						30.00	
8.	Facilities and Equipment Repairs						44.00	
9.	Breeding Charge						10.00	
10.	Marketing						15.00	
11.	Miscellaneous						20.00	
12.	Interest						14.00	
A. TOTAL VARIABLE COSTS							\$ 539.00	\$ 0.00
FIXED COSTS PER COW								
13.	Depreciation					\$	30.00	\$
14.	Interest						10.00	
15.	Insurance						10.00	
16.	Cow interest, death loss						65.00	
B. TOTAL FIXED COSTS							\$ 115.00	\$ 0.00
C. TOTAL COSTS PER COW (A + B)							\$ 654.00	\$ 0.00
RETURNS PER COW ²								
			Your Numbers					
		%	x	Weight	x	Price		
17.	Steers:	.45 x 560 x 1.70	x		x	\$ 428.40	\$ 0.00	
18.	Heifers:	.26 x 540 x 1.50	x		x	210.60	0.00	
19.	Cull cows;	.14 x 1300 x 0.70	x		x	127.40	0.00	
20.	Cull heifers:	.05 x 900 x 1.25	x		x	56.25	0.00	
D. GROSS RETURNS PER COW							\$ 822.65	\$ 0.00
E. RETURN OVER VARIABLE COSTS (D - A)							\$ 283.65	\$ 0.00
F. RETURN OVER TOTAL COSTS (D - C) ³							\$ 168.65	\$ 0.00
¹ Information in this budget is based on the <u>North Dakota Farm and Ranch Business Management Annual Report, 2015</u> .								
² Returns are based on a 90 percent weaning rate, 45 steers sold, 26 heifers sold, 19 heifers kept for replacement, 14 cull cows sold, and 5 cull heifers sold. Prices are projected for fall.								
³ Return over total costs is return to unpaid family labor, management, and equity.								

The above cow/calf budget was developed by Tim Petry, Livestock Economist, NDSU Extension Service.
 For livestock economic and marketing information go to: www.ag.ndsu.edu/livestockeconomics
 Data for this brochure was compiled by Andrew Swenson, NDSU Extension Farm Management Specialist.
 Photos submitted by: Lynsey Frey, Judy Jacobson, Kirsten Friedt & Annette Rockeman



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Balance Sheet at Cost Values

North Dakota Farm Business Management Education Program
 2015 Beef Farm Report (Farms Sorted by Net Farm Income)

	Avg of all farms 109	Low 20% 22	High 20% 21
Number of Farms			
Assets			
Current Farm Assets			
Cash and checking balance	25,456	7,561	53,090
Prepaid expenses & supplies	12,532	9,856	27,032
Growing crops	812	294	3,107
Accounts receivable	13,564	9,360	24,321
Hedging accounts	1,977	1,217	7,286
Crops held for sale or feed	139,141	170,182	210,467
Crops under government loan	294	1,456	0
Market Livestock held for sale	156,400	201,723	262,220
Other current assest	322	0	1,671
Total Current Farm Assets	\$ 350,498	\$ 401,649	\$ 589,194
Intermediate Farm Assets			
Breeding livestock	252,261	213,495	371,674
Machinery & equipment	263,843	294,342	379,200
Titled vehicles	33,644	49,709	43,518
Other intermediate assets	16,158	7,647	6,310
Total Intermediate Farm Assets	\$ 565,906	\$ 565,193	\$ 800,702
Long Term Assets			
Farm land	473,959	475,466	1,144,186
Buidlings & improvements	77,348	107,493	104,436
Other long-term assets	9,568	15,436	5,603
Total Long-term assets	\$ 560,875	\$ 598,395	\$ 1,254,225
Total Farm Assets	\$ 1,477,279	\$ 1,565,237	\$ 2,644,121
Total Nonfarm assets	\$ 152,705	\$ 156,427	\$ 182,732
Total Assets	\$ 1,629,984	\$ 1,721,664	\$ 2,826,853
Liabilities			
Current Farm Liabilities			
Accrued Interest	13,030	23,396	15,757
Accounts payable	8,633	21,325	4,543
Current notes	162,305	272,112	211,343
Government crop loans	161	799	0
Principal due on term debt	97,239	60,351	292,440
Total Current Farm Liabilities	\$ 281,368	\$ 377,983	\$ 524,083
Total Intermediate Farm Liabs	\$ 163,571	\$ 199,637	\$ 232,344
Total Long-term Farm Liabilities	\$ 317,162	\$ 424,305	\$ 655,196
Total Farm Liabilities	\$ 762,101	\$ 1,001,925	\$ 1,411,623
Total Nonfarm Liabilities	\$ 31,310	\$ 34,437	\$ 13,514
Total Liabilities	\$ 793,411	\$ 1,036,362	\$ 1,425,137
Net Worth (farm & non farm)	\$ 836,573	\$ 685,302	\$ 1,401,716
Net Worth change	\$ 15,164	\$ (39,714)	\$ 90,473

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